

# Solid Waste Collection Contract Options

Public Works Department  
City of Newcastle



Presentation to City Council  
February 20, 2018

# Tonight's Discussion

1. Q&A

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Epicenter Services, LLC

2. Direct Renegotiation or RFP



	<b>Direct Renegotiation</b>	<b>Procure New Contract</b>
	Negotiate new contract with Waste Management	Solicit Proposals(RFP)
PROS	<ul style="list-style-type: none"> <li>• Maintain good working relationship</li> <li>• Expected rate relief sooner</li> <li>• Low risk</li> <li>• Potentially avoids transition</li> <li>• Less process</li> </ul>	<ul style="list-style-type: none"> <li>• Transparent</li> <li>• Higher confidence in best service &amp; lowest rate</li> </ul>
CONS	<ul style="list-style-type: none"> <li>• Not a public process</li> <li>• Not certain of lowest rates</li> </ul>	<ul style="list-style-type: none"> <li>• Delayed rate relief</li> <li>• More process</li> <li>• Significant staff time required</li> <li>• Uncertainty</li> </ul>

# Staff Time Commitment

## Renegotiation

- Negotiate Contract
- Negotiate Rates
- Approve Contract

## RFP

- Finalize RFP
- Issue RFP
- Respond to bidder questions
- Process Submittals
- Establish review committee
- Respond to Public Records Requests
- Review & score proposals
- Perform reference checks
- Negotiate Contract
- Negotiate Rates
- Approve Contract
- *Facilitate transition questions*
- *Meet new staff*

# New Contract Provisions

- Labor Disruption provisions
- Updated insurance and indemnity language
- Expanded curbside recyclables list
- Call-in recyclables service
- Compostables collection for multi-family & commercial

# Planned Service Enhancements

- Embedded yard waste collection and recycling (SFR)
- Year-round yard/food waste collection
- Mandatory use of company-provided carts (no personal cans)
- Universal cart colors
- Embedded commercial recycling
- Kitchen food scrap container provided (SFR)

# Planned Service Alternatives

- Recycling pickup frequency (weekly / bi-weekly)
- Yard waste pickup frequency (weekly / bi-weekly)
- Vehicle requirements (new vs. < 10 yrs. old)
- Collection in Downtown and/or City parks

# Next Steps

- Decision on Desired Approach

1. Direct Renegotiation



2. Procure New Contract

- a) Criteria weight (rate vs. Qualitative aspects)

- 70 / 30

- 60 / 40